## CARS SCARGE BUT SALES BRISK:

Country Dealers Come Into El Paso and Stock Up With Accessories; Williford is Back Daguised as a Cattleman; Grant "Makes Good" in New Mexico; Big Mileag e for 'Gas' in Saxon.

HOUGH many of the dealers com-plain of a shoringe of cars, the plain of a shoringe of cars, the considerable touring this spring." past week has been marked by a

Stocking Up With Accessories.

E. R. Lester, Overland dealer at Masilla Park, was also a visitor in the city. He stocked up with a lot of accessories for the apring trade from the Western Motor Supply company.

V. H. Justis, of Justis & Hart, Van Horn, came into town on Thursday. He figured on faking back a new Ford touring car with a load of accessories but when he got through buying he had such a hig stock that he increased his Ford order by another car. He drove home Thursday afternoon.

E. G. Perry, president of the Lone Star Metor company, was back at his deak on Wednesday and Thursday but was again confined to his home by illness on Friday.

Creege Goes Traveling.

Cregor Goes Traveling.

L. M. Cregor, of the Lone Star staff, left on Thursday for Alpine, Valentine and Marfa. He will visit Dallas before returning to El Paso.

Walter Good, a well known young cattleman of Alpine, figures on having some real speed this summer so he has surchased the National speedstr which Carl Reeves drove for the Illiot-Garrett company in many of the southwestern races last fall. The National took the chief honors at Justers in September and also did some good work at Tucson. It was overhauled during the winter and Mr. Good will have a fast car.

More Wichting Africe.

More Wichting Arrive.

Another shipment of Wichita trucks arrived for the Elliott-Garrett company and they now shave a complete line of the various Wichita models. Frank Garrett declares that Otis Williams, his truck salesman, is such a handsome fellow that the present stock of Wichitas will not last more than a few days.

The Elliott-Garrett company still reports a shorings of Studebakers, though the shipments have been coming through a bit better lately.

G. H. Senden, of the Western Motor Supply company, is away on another trip through New Mexico and Arizona territory.

Expect New Tires Soon.

The Western Motor Supply company has received its fall stock of leak-proof piston rings and now claims to carry the largest stock of these goods west of St. Louis. The new Portage lines are expected to arrive here next work.

P. Henry, of the Cadillac Sales cany, is home from an extended through the territory. He reports, prospects for the popular "eight, agair business is picking up," re-

plant of a shoringe of cair, the past week has been marked by a large number of deliveries by the local automobile concerns. Besides the sales reported, there have been several to the various departments of the army. At the request of the officers, these sales have not been listed. The total number of sales for army purposes, under locally, has been very light, however, but during the past week something like 20 cars of various makes were turned over to the army. Sam Watkins, the genial Debius dealer, was in the city this week, arranging for more Overlands and to lay in a big stock of accessories at the Tri-State Motor company.

E. R. Lester, Overland dealer at Mesilla Park, was also a visitor in the city. He stocked up with a lot of accessories for the spring trade from the Western Motor Supply company.

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likewise. Tou never can tell!

Tire Manager Arrives.

C. F. Kent, who is to take charge of this Pennsylvania tire department of the Rio Grande Oil company, arrived in the city on Friday morning. Rain was falling but it dign't dampen the spirits of Mr. Kent at all. "Gee," but I'm glad to be here," was his greeting to the auto scribe. "El Paso is one of the finest cities on the map and when I got an offer to come here I didn't waste any time in thinking it over. At that, Mrs. Kent heat me to El Paso and her approved of the city merely confirms what I had been looking for."

"The Wright truck attachment seems."

Billy Adelph Back.

Billy Adelph Back.

Billy Adelph got home from New Mexico points on Friday. He was liberally plastered tith mud but wildly enthusiastic over the Grant "six."

Santa Fe was Billy's harvest town and he placed several of the new cars there and also arranged agencies in two other cities. "The Grant is the best car Fve ever handled and I've went through snow, mud and sand and the Grant looked upon them all as plain salling. Coming in from Engle we had five inches of snow to contend with a good part of the way but that was easy. Maybe you think I'm a bit buga' on the Grant but it you'd given it the same tesis I have you'd be bugg.' too. She's a real dandy car. Let it go at that."

"Gillie" at Ore Grande.

Quality You Can See for Yourself

「国産」

## MACHINE GUN MOUNTED ALPINE MAN BUYS RACING CAR LINE OF COMMUNICATION



Willing, pictures of army movements across the Mexican border have been as scarces as the proverbial heals teeth. The above snapshots, ahowing a machine gun mounted on an Overland model 75 touring car, in some way excaped the censorship. In the upper illustration a machine gun aqual is shown working a gun for practice.

Close inspection will show two empty shells which have been ejected from the gun, falling to the ground. The gun, falling to the ground. The same gun.

Each of the six truck companies now operating between the army in the field and the base at Columbus is accompanied by a fouring car on which a machine gun is mounted, as shown in the illustration.

road staff. is off on another trip through Arizona. While away he will place Grant agencies at Clifton and Turson.

E. M. Ford, truck manager of the Oakland Auto Sales company; is prepared for spring business with a full line of the new I. H. C. models.

Where Did HeeGot

The Oukland Auto Sales company's service department had one real enthusiastic visitor this week. This man didn't give his name but he talked Oakland all the time he was at the shop. He stated that he called at Joe HeeG's salesroom in Douglas on Saturday and bought an Oakland "eight" and then decided to take a righ into El Paso. "The Oakland at her leisure for the arresponding to the sale of two Oakland readsters, both to Mr. Spence of Glendale, Ariz. We had a woman caller this week who wanted to know if we'd let her than I had ever expected any car could behave—and it will always be Oakland for me after this, be declared. He stated he had made no other excusions except the frip to El Paso and gentland sells itself."

The Oaklands, one of the best known teams of the Boyland department of had five inches of snow to contend
with a good part of the way but that
was cast. Maybe you think I'm a bit
bugs on the Grant but if you'd given
it the same tests I have you'd be bugs,
too. She's a real dandy car. Let It
go at that."

"Giller at Ore Grande.

H. M. Gillespie, truck manager of
the Southern Motor company, is at
Ore Grande delivering a Republic truck
and locking into some prospects there.
David S. Russek, general manager
of the Southerstern Motor company,
is "under the weather" with a slight
attack of la grippe.

J. P. Freeman, of the Southers's

The Oaklands, one of the best known leams of the Boyland department of The Herald, will blossom out next week in brand new uniforms, the gift of A. H. Elmore, of the Oakland Auto Sales company.

The Franklin Motor Car company creived another carroad of Franklins his week, thus relieving some of the lemands upon manager L. J. Trust, or cars.

There are two new agencies in town a the Pioneer Motor company has then hold of the Moon and Scripps

then hold of the Moon and Scrippe looth lines.

The Tolleik Motor company received carioud of Dorts today and will get it two more carloads of Paiges next recek. Two carloads of Paiges arrived his week for the how concern.

E. F. Bennett has been appointed agent for the Port cars at Mesilla Park by the Tolleik Motor company.

Pollard for Las Crucca.

A. I. Pollard, Jr., has left the staff

Some Class To This Joyride

T WAS "Willys-Knight out. Meet-Ing "Mitchell" and "Chalmers," they had a "Chase" around "Deney had a "Chase" strong "De-roit." They mot "Allen," who had ant arrived "Overland," but looked as he had been hit in the "Saxon" with shell from the "Marmon." He, too, sing a "Detroiter," made the quartet implete.

a shell from the "Marmon." He, too, being a "Detroiter," made the quartet complete.

They all felt "Beyal" and did not have to resert to old "Crow" to make them so. Neither of them wanted to lie a "King," a "Premier" or some "Monarch." They were out for a time. They had seen the "Sphin," the first "White" way, and had even been to "Haynes," so, boarding their "Cadillac" they went to "Winton," stopping a few days at the "Franklin." To their surprise the "Stewart" was old "Jeffery," a friend ef theirs, but was as stiff as if he had been placed in a tub of "Argo" starch. He had been to a dance the night before learning a new tango "Olide."

But the "Great Western" country was their goat, so they proceeded on their way, the "National" highway their "Pilot," and soon arrived at "Oakland" It started "Touraine" the early part of the day, but that night the "Moon" shone bright. They met the "Auburn" haired "Durtle," who happened to "Brush" by, although they tried to "Bodge" her. One of the party had a "Case" on her, but found he could not at "Ford" to follow a "Rumbler" like her, going like a "Pilscoe" and still feel as spry as an "Apperson" lackrabbit.

Next morning the "Fiat" was given; eastward they came, having heard of the orange "Borderland" trip, the hotel "Grant," and, knowing that El Pase had set a "New Era" for good roads, and that the "Peerless" climats for the "Tourist" was aiways up to the "Standard." Registering at the "Stude-baker," they turned the "Taige" and found that "Chandler" had arrived the day before in a "Hupmobile."

of the Toitelk Motor company to take the position of manager of the Guif Refining company at Las Cruces and be may also look after the Interests of the Toitelk at the busy unitey city. There is a happy smile on the face of G. E. Cavin, of the Western Auto company. A carlead of Saxons was run into a local siding for him this week. There has been a scarcity of Saxons lately and Mr. Cavin was getting a bit worried for the orders far exceeded the supply.

E. E. Emery, of the Western Auto company, made the trip from Siorra Blanca into El Paso, last Monday, in a Saxon "four" readster on three gallons of gasoline. The distance was 55 miles showing a gasoline community in the control of the proposition of one gallon for better than 31 miles.

Accessory Business Brisk.
"The accessory business is better
this spring than any previous spring
that I're known," said Ben L. Clements, of the Borderland Auto company.
"I don't count the army business in
my estimate but civilian business has
been surprisingly good with us while,
of course, we are getting our share
of the business with the Mexican expedition."

pedition"
Bert O'Neil, formerly a Hudson and Winton salesman at St. Louis, has been added to the sales staff of the El Paso Auto Sales company and will look after the Winton end while D. U. Sakestraw, formerly of Honolulu, has been placed on the Mitchell sales staff by manager C. E. Dewitt.

They Like the Savage.

"Savage tire business is anything but savage in El Pano right now," said I. M. Duenaing, local Savage distributor. "It's mighty good and getting better every week. El Panoaus are getting acquainted with Savage tires and that's all we ask. The fires will do their own falking after they are in usa. By the way, we have been asked to be on the Lockont for a pecketbook containing a sum of money and some valuable papers belonging to an employe of the Savage factory, which fell into a casing us they were being racked at the San Diego factory a couple of weeks ago. If any El Pano purchaser of Savage tires finds the pocketbook. Ell appreciate hearing from him."

"Thaw material is reported scarce by the factories and there will be a scarcity of care and higher prices very soon," said John L. Buquor, of the Buquor Meter company, in advising the early purchase of Maxwells.

The "Mystery Car." They Like the Savage.

The "Mystery Car."

The "mystery car" which is to be handled by the Birquer Meter company,

FORM BIG CORPORATION
TO HANDLE AUTO PAPER

Among the rumors that are current in financial circles of New York (ity is one to the effect that his New York and chicago capital is in back of the newly formed (suranny Securities corporation. This is the New York corporation. This is the New York corporation. This is the New York company that is said to have formulated a new and original plan whereby automobile deciers, handling various makes

is creating considerable talk among the local meter fraternity.

The Boss Rubber company purchased the bankrupt stock of the El Paso Rubber company, this week and manger S. Z. Silversparre is now sorting over and arranging his new stock preparators to what he announces as the parators to what he announces as the "big Boss busy basement bargain sale." His assistant M. L. Cooper, consider this of another suitable word starting with "b."

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